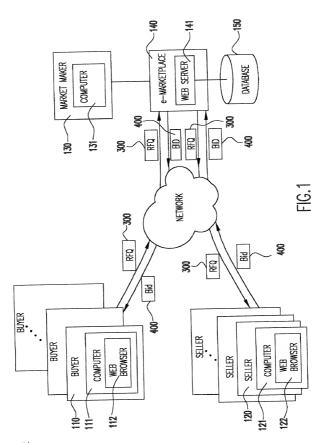
1/7 Lee et al. SCK YOR9-2001-0251



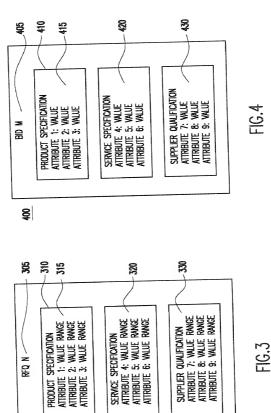
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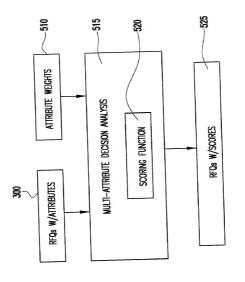
> **240** ~2% **Z50 239** 33 TO THEM. NEGESSARY, THE BUYER NEGOTIATES FURTHER WITH ONE OR MORE SELLERS WHO SUBMITTED WINNING BIDS. WHO RESPOND WINNING BIDS. BUYER AND SELLERS SETTLES ABOUT THE DEAL; PAYMENT AND SHIPMENT IS EXECUTED. SELLERS, NORE MORE 2 쯞 뜽 OR MORE WINNING BIDS. 뵝 NFORMATION ABOUT BUYER EXAMINES/EVALUATES THE SUBMITTED BIDS TO DECIDEE IF NECESSARY, THE BUYER MAKES REQUESTS MORE THE BUYER SELECTS ONE 뿓 里

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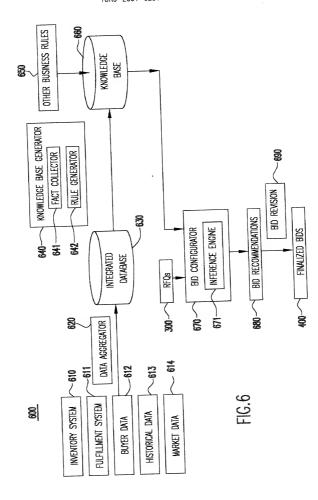
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FIG.5

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	SULTERING LONG (1974 1)
88	CATTERING DANT (DEC V) = (300 350) DEGREE IN KELVIN
<b>88</b>	BID SUBMISSION DUE (RFQ X) = MARCH 31, 2001
<b>38</b>	AMOUNT OF DEALS IN 2000 (BUYER A) = \$327,250
845	STOCK MARKET INDEX(MARKET X) = 7251
<b>85</b>	SUPPLIER RELATIONSHIP (BUYER Z) = 10 YEARS
<b>83</b>	STOCK VALUE(BUYER W) = 57
<b>88</b>	Reputation rate (Buyer Y) = $2$
825	Reputation rate (buyer $x$ ) = 4
820	On-Hand Inventory (Product W) = 2 weeks in Supply
815	ON-HAND INVENTORY (PRODUCT Z) = 3 WEEKS IN SUPPLY
810	GROSS MARGIN (PRODUCT Y) = $15\%$
808	GROSS MARGIN (PRODUCT X) = 45%

8

FIG.8